

# CONTRACT

**WGNT**  
**720 Boush Street**  
**Norfolk, VA 23510**  
**(757)446-1000**

<u>Contract / Revision</u> 545786 /		<u>Alt Order #</u> 07874673
<u>Product</u> HIRSCHBIEL/C/D		
<u>Contract Dates</u> 10/02/12 - 10/08/12		<u>Estimate #</u> 106/113/1219
<u>Advertiser</u> Hirschbiel/D/State House		<u>Original Date / Revision</u> 09/28/12 / 09/28/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WGNT	<u>Account Executive</u> Jamie Andrus	<u>Sales Office</u> Washington, D.C.
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u> 8020	<u>Advertiser Code</u> 106	<u>Product Code</u> 113
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

**GMMB/Greer Margolis Mitchell & Burns**  
**1010 Wisconsin Avenue**  
**Suite 800**  
**Washington, DC 20007**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
1	All	10/02/12	10/05/12	WGNT News	7-9a		:30			NM	3	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-TWTF--				3	\$50.00			
2	All	10/02/12	10/05/12	9a-12p M-F	9a-12p		:30			NM	1	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-TWTF--				1	\$140.00			
3	All	10/02/12	10/05/12	3p-4p M-F CW	3p-4p		:30			NM	1	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-TWTF--				1	\$140.00			
4	All	10/02/12	10/05/12	4-5p M-F CW	4p-5p		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-TWTF--				1	\$115.00			
5	All	10/02/12	10/05/12	5p-6p M-F	5p-6p		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-TWTF--				1	\$175.00			
6	All	10/02/12	10/05/12	6p-7p M-F	6p-7p		:30			NM	1	\$210.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-TWTF--				1	\$210.00			
7	All	10/07/12	10/07/12	6p-7p Su	6p-7p		:30			NM	1	\$95.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-----S				1	\$95.00			
8	All	10/06/12	10/06/12	9p-10p Sat	9p-10p		:30			NM	1	\$105.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-----S-				1	\$105.00			
D 9	All	10/07/12	10/07/12	9p-10p Sun	9p-10p		:30			NM	0	\$0.00
10	All	10/08/12	10/08/12	WGNT News	7-9a		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	M-----				1	\$50.00			
11	All	10/08/12	10/08/12	9a-12p M-F	9a-12p		:30			NM	1	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	M-----				1	\$140.00			
12	All	10/08/12	10/08/12	3p-4p M-F CW	3p-4p		:30			NM	1	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified. LocalTV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity.

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10/02/12 - 10/08/12	HIRSCHBIEL/C/D	106/113/1219

<u>Advertiser</u>	<u>Original Date / Revision</u>
Hirschbiel/D/State House	09/28/12 / 09/28/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals	
											Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	M-----				1	\$140.00			
13	All	10/08/12	10/08/12	4-5p M-F CW	4p-5p		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	M-----				1	\$115.00			
14	All	10/08/12	10/08/12	6p-7p M-F	6p-7p		:30			NM	1	\$210.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	M-----				1	\$210.00			
Totals											15	\$1,785.00

Time Period	# of Spots	Gross Amount	Net Amount
10/01/12 - 10/08/12	15	\$1,785.00	\$1,517.25
<b>Totals</b>	<b>15</b>	<b>\$1,785.00</b>	<b>\$1,517.25</b>

**Signature: \_\_\_\_\_ Date: \_\_\_\_\_**

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